

CAB ON HWY 72
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1997

1997 ANNUAL REPORT

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE



1997 Leadership

URBAN MUNICIPAL

President

Bob Swenor, Dofasco Inc.

1st Vice-President

Gary Graham, Gowlings

2nd Vice-President

Bob Jones, Stelco Inc.

Treasurer

Shawn Chamberlin,
Light Computer Centre

Past President

Judy Marsales
Judy Marsales Real Estate

Directors:

Barry Brownlow, Brownlow & Assoc.
Ivan Cairns, Laidlaw Inc.
Shirley Campbell, Colours
David Conrath, DeGroote School of Business
Suzanne Davidson, Centrex Human Resources
Ross Ferguson, Airways Transit
Linda Kuhn, Philip Services
Bruce Maddox, The Barn Fruit Markets
Reg McGuire, ONtv
Marcel Mongeon, McMaster University
Peter Reesor, Peter Reesor & Associates
Hugh Russell, Financial Concept Group
Sherrie Thompson, New Attitude Fitness
Jack Tipler, Torham Packaging
John Van Rooijen, Toronto-Dominion Bank

Executive Director: Lee Kirkby

1997 Committee & Subcommittee Chairs:

Paul Gibel, MacGillivray Partners, Ambassadors
Philip Bradley, Doane Raymond, Ancaster Division
Jeff Brookfield, Hamilton Harbour Commissioners,
- Business Development
Jim Galea, Total Staffing, Connections
Rebecca Wissenz - Dundas Division
Alex Szabo, Dundas Valley Collision Centre - Dundas Division
Brent Percival, Oldies 1150/102.9 K-Lite FM,
- Golf Tournament
John Dolbec, Bank of Montreal - Human Resources
Marlene McIntyre, McIntyre Management Resources,
- Human Resources
Leo Laviolette, Laviolette Communications - Transportation
Ed Fothergill, Fothergill Planning - Business Liaison & Zoning
Roger LeTourneau, Just Imagine Printing - Downtown Issues
Ollie Thompson, About Town Meeting Planners - Downtown Issues
Kay Lyne, Expo Doc - Harbour
Joan Balinson, About Town Meeting Planners - Hospitality
Sally Beal, Holiday Inn Express - Hospitality
John Beldham/Jerry Pier - Rail
Ruth Liebersback, Carstar Automotive Canada - Road & Transit

APR 7 1998

GOVERNMENT DOCUMENTS

A Note from President Bob Swenor

"One of The Chamber's many strengths is its ability to create opportunity - for its members and for the community" - Bob Swenor, March 1998.

For 153 years The Chamber has lead by example.

From its formation in 1845 to the conclusion of my term as President in 1998, it has been guided by an omnivision of what the present could be, and the future should be.

Although its resources are limited, its ability to recognize opportunity is legendary.

The year I spent as President was no different.

Because of its ability to create value added benefits, membership topped the 1,000 corporation level in 1997\98. The first time it had done so in decades.

Our surveys told us that Small Business Members wanted more networking opportunities, and we responded. "Business after Business"; "Small Business Showcases"; "Workshops and Special Events focusing on specific areas of interest"; and social events of every kind brought more members together than ever before.

On the other hand Medium and Large sized businesses expected The Chamber to represent them as the voice of business on a myriad of public policy issues. Examples of serving that sector of the membership can be seen in the effective representation The Chamber provided in the areas of: Provincial Downloading; Downtown Hamilton Redevelopment; Our Response to The City Vision Statement, and numerous issues of provincial and federal significance.

Although we have reaffirmed that our programs are now in line with expectations, we recently struck task forces to study ways of increasing member understanding and participation in the organization. The results of those deliberations will be revealed during the year Gary Graham serves as your President.

Another opportunity for The Chamber came mid-way through my term. After 60 years under the stewardship of the Advertising & Sales Club of Hamilton, the community's "Distinguished Citizen of the Year Program" joined those in Ancaster and Dundas and found safe haven under the umbrella of The Chamber.

Lee Kirkby, our Executive Director for eight years, resigned during the year to accept a position with Chamber Member Leppert Business Systems. We were fortunate to find a most capable replacement in John Dolbec, who came to the organization from the Bank of Montreal, another Chamber Member.

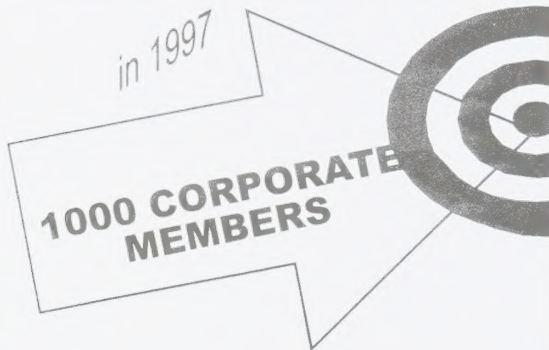
As I leave office I recognize and thank the Executive Committee, Board of Directors and Staff for the support they provided me.

I also recognize the quality of talent and diversity of interest which will be represented on the 1998\99 Board and Executive Committees.

As we move towards the next Millennium the Lamp of Leadership is being passed to a new generation. Yet another opportunity for The Chamber to become bigger, better, even more effective and relevant, is at hand.

**Bob Swenor,
President - 1997\98**

CHAMBER REACHES MEMBERSHIP TARGET!



The Hamilton and District Chamber of Commerce thanks all members who referred potential new members.....the Challenge is out..... tell all of your business associates who have not yet discovered that Chamber membership works! It's just good business!

THE CHAMBER IN THE COMMUNITY

Strong Support!

Without the substantial time and financial support which is provided by members and partners, the work carried out by The Chamber would be significantly reduced.

We salute and thank all who made 1997 such a memorable year!

Downtown Hamilton Development Corporation
- Ed Fothergill
Crime Stoppers of Hamilton-Wentworth
- Jo-Ann Orth
Rotary Club of Hamilton Mountain
- Jim McDowell
Rotary Club of Downtown Hamilton
- Lee Kirkby
Hamilton-Wentworth BIN
- Lee Kirkby
Ontario Chamber of Commerce
- Bob Swenor
St. Joseph's Hospital Board of Trustees
- Lee Kirkby
Big Brothers of Burlington, Hamilton/
Wentworth
- Jim McDowell
Hamilton Employers Group
- Mike Nykolyn/Lee Kirkby
Ancaster Citizen of the Year & Youth
Volunteer of the Year Selection Committee
- Reg McGuire/Honey Wilson
Dundas Citizen of the Year & Youth Volunteer
of the Year Selection Committee
- Olive Newcombe

Outstanding Business Achievement Awards
Recognizing Business Excellence



Ken Goud, KG Custom Fabricating, Young Entrepreneur
John Mayberry, Dofasco Inc., Large Award
Dr. Eric Hoffman, Activation Laboratories, Small Award
Nevin Grant, Oldies 1150/102.9 K-Lite FM, Ironman Award

152nd Annual Meeting Evening Sponsors

DOFASCO
Our product is steel. Our strength is people.

stelco
Hilton Works

JMG Compu
Solutions
Canada's Computer Store

**OVERHEAD
CRANE
SERVICE**

VIA

**NORTHERN
PAINTERS**

ROYAL BANK

WAXMAN

Guyatt Wood + Moffat
Chartered Accountants

COMMITTEE ACTIVITY 1997

Business Development Committee:

Chair - Jeff Brookfield

Responding to issues across industry sectors which affect business growth in Greater Hamilton

- Monitored and provided input to the new Official Plan for the City of Hamilton and prepared response to the City's Vision Statement
- Hosted joint Transportation/Business Development Committee Workshops on downtown issues and prepared response to "Strong Medicine" report
- Workshop on Region's Vision 2020 Review
- Monitoring development charges initiatives of Region
- Monitored Region's "Brownfield Study Initiative"

Human Resources Committee:

Chair - John Dolbec/Marlene McIntyre

Responding to issues affecting the human element of business operations, educational issues, training and activities to encourage the workforce and employers to respond to the globalization of the economy.

- Monitoring the impact Contract and Interim Staffing has on the community.
- Subcommittee reviewing a use for the database, funds and format of the now defunct organization TranSkills

Transportation Committee:

Chair - Leo Laviolette

Responding to issues affecting the movement of goods, people and information through all modes of transport including telecommunications

- Joint Transportation/Business Development Committee Workshops on downtown issues
- ★ - **After 30 years of Promoting its construction, witnessed the opening of Lincoln M. Alexander Expressway**
- ★ - **After 20 years of support, witnessed opening of Highway 403 link between Ancaster and Brantford**
- Witnessed the completion of major improvements to Highway 403 through Hamilton
- Represented The Chamber on the Community Stakeholders Committee to provide advice to the Region regarding the impact assessment process for the Red Hill Creek Expressway

Ancaster Division

Chair - Philip Bradley

- Represented the interests of the hundreds of SoHo (Small Office \ Home Office) businesses in the community in the development of a Home Based Business By-Law.
- Hosted its 6th Annual "Ancaster Citizen of the Year & Youth Volunteer of the Year Awards Dinner."
- Hosted small business seminars i.e. "Marketing your Business Properly & Profitably."

Dundas Division

Chair - Rebecca Wissenz/Alex Szabo

- In addition to managing annual events i.e. 7th Annual Citizen of the Year & Youth Volunteer of the Year Awards Dinner"; Annual Christmas Tree Lighting Ceremony; and the weekly operation of the Town's Farmers' Market
- Produced and distributed a Sesquicentennial Coin to mark the community's 150th Birthday.
- ★ - **Representatives of the Division presented a set of the coins to Prime Minister Chretien.**
- Hosted a "Meet the Candidates Night" prior to the Municipal Election.

Connections:

Chairman - Jim Galea

- This dynamic group of 50 Chamber companies meet bi-weekly to exchange leads and develop on-going relationships among members
- Create awareness of each member's products and service
- Utilize the products and services of members
- Members have developed a business directory and business card portfolio to assist in generating business opportunities

Ambassadors Committee:

Chair - Paul Gibel

- Hosted 8 very successful "Business After Business" (including a joint one with the Burlington Chamber of Commerce) and 2 Small Business Showcases
- Working with Chamber staff to assist in the delivery of Member Services and Membership Retention
- Making contact with new members who join the Chamber to welcome them and invite them out to Special Events, Committees, etc.

President's Golf Tournament:

Chair - Brent Percival

- ★ - 1997 was by far the **Most Successful** tournament to date with 220 golfers of all levels who played in perfect weather conditions at Flamborough Hills and retired to a great dinner and night of fun at the Chamber
- Added a new attraction the "Investment Hole" and some on-sight attractions added by 2 Bell Mobility Centres
- Thanks go out to major sponsors Light Computer Centre, Nesbitt Burns and Weslink Datalink Corp.

PRESENTATIONS TO CHAMBER EVENTS AND PROGRAMS IN 1997

Lee Kirkby, Executive Director receives a fond farewell



Speakers

Barry Brownlow, *Partner, Brown, Thompson & McKay - Marketing*
 Janet Rush, *Director of Nursing Research, St. Joseph's Hospital*
 Terry Cooke, *Regional Chairman - State of the Region Address*
 Rae Buchán, *Coopers & Lybrand Real Estate Group*
 Ken Sullivan, *Niche Marketing, Mentors Group*
 Kirk LaPointe, *Editor-in-Chief, The Spectator*
 Dan Rath, *News Director, ONtv*
 Kathy Wolsey, *Bell Canada - Effective Telephone Usage*
 Jeffrey S. Chisholm, *President, mbanx, Bank of Montreal Group of Companies*
 Jean Valin, *National President, Canadian Public Relations Society*
 James Alfano, *President, Stelco - Economy in '98*
 Claude Garcia, *President, Standard Life - Economy in '98*
 Scott Rowand, *President, Hamilton Health Sciences Corp. - Economy in '98*

Speakers

John Vandermark, *Director of Special Projects, Road and Transportation
Department of the Hamilton-Wentworth Region*
 Geoff Hutchinson, *Operations Manager, Hamilton International Airport*
 Dale Turvey, *Hamilton-Wentworth Region*
 Robert Boyle, *Director of Engineering and Marketing Services, GO Transit*
 Randy Graham, *Hamilton Wentworth Regional Police*
 Shannon McKay, *Research Officer, Economic Development*
 Allan Riz, *Bell Canada*
 Manik Duggan, *Environmental Commissioner of Ontario*
Topic: Environmental Bill of Rights
 Brian McHattie, *Green Planet Tour Company - Eco Tourism*
 Norman Ragetlie, *Project Co-ordinator Vision 2020, The Sustainable
Community*
 Bill Buslepp, *Dale Carnegie Systems, Adding Value to Employees*
 Carol Eames, *Safe Communities Foundation*
 Unil Goklale, *Outcome Rehab Management Inc., Employee Responsibilities,
Changing Regulations, New Technology in The Next Millennium
From a Rehab Perspective*
 John Wigle, *Simpson Wigle, Substance Abuse in the Workplace*
 Marlene McIntyre, *McIntyre Management Resources, Contract Employees*
 Richard Allen, *Industrial Education Council, Changing in the future,
education elementary school reforms, feasibility study for federal
government*
 Linda Moore, *TranSkills, Delta Project*
 Sharon White, *Inch, Easterbrook & Shaker, Pros & Cons to Contract
Employees*
 Don Cunningham, *Work-Able, Employing the Physically Challenged*
 Joe Spina, *M.P.P. Ministry of Economic Development, Trade & Tourism*
 Donna Messer, *Connect-Us Communications Canada*
 Rick Bauman, *Bauman Consultants Inc. - Marketing*
 Louie Albanese, *President, The Meat Factory - Marketing*

Business After Business
The Happening Place to be....



Hillfield Strathallen
- May '97

Dedicated to our Customers.....Committed to our Community